467.4072.12-21

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

December 21, 1979

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2376 Veal and veal offals (Belgium). Wants whole frozen veal offals and bone-in veal, each piece weighing a minimum of 10 kilos, vacuum packed preferably. Meat and offals must come from U.S. federally approved plants for export. Bank ref: Generale Bankmaatschappij. Contact: Luc Vanleeuw, Jos. Theys, Havenstraat 15, B-3500 Hasselt (Belgium). Telex: 39469 JOTHEY B. Phone: 011/21.26.45 or 21. 21.61.

2377 Frozen foods (Belgium). Interested in a general line of frozen foods, retail size. Quote CIF Antwerp. Bank ref: Societe Generale de Banque. Contact: Frederic Finkelstein, Servedis, S.A., Avenue Alexandre Bertrand, 52, B-1190 Bruxelles (Belgium). Telex: 63597. Phone: 02/345.98.28.

2378 Yeast (Morocco).Government agency wants 5,000 tons of dry yeast, first grade, 92 to 93% dry material. Polypropylene fiber bags with an inner polyethylene lining. Yeast shall be no less than 30 and no more than 45 days-old; guarantee and sanitary certificates. Polypropylene bags shall have an Onaco identification mark. Quote FOB, C&F ports of Algiers, Oran, Skikda, Annaba, Bejaia, Mostaganem. Contact: Tayeb Talbi, Sous-Directeur Des Approvisionnements, Onaco, Direction Des Approvisionnements, 29, Rue Larbi Ben M'Hidi, Algiers, Algeria. Telex: 52882 and 52992. Phone: 64.02.75 and 64.02.77.

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250

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2379 Rice (Nigeria). Wishes quotation on U.S. rice; long grain parboiled; long and medium grain milled No. 2, 4% broken. Total quantity 12,000 metric tons in 50 kilo bags. Delivery mid-March 1980. Quotations C&F Apapa. Bank ref: Bank Societe General, Lagos. Contact: A. Harold Sodipo, Manager, Badalary International Enterprises, 1 Harold Sodip Cres., Ikeja G.R.A., Nigeria. Phone: 935282/935681.

2380 Pork offals (Philippines). Interested in pork trimmings, jowls and bellies (all fresh/frozen), highest quality, containerloads of boxes. Will provide complete details when product availability is known. Product will be used for manufacturing purposes. Quote FOB West Coast. Bank ref: Hong Kong and Shanghai Banking Corporation. Contact: Pabs Cruz, Edward Keller Ltd., 2723 Pasong Tamo Extension, Makati, Metro Manila, Philippines. Telex: RCA 722-2025, ITT 425108, EASTERN 3546. Cable: EDAKELLER, Manila. Phone: 85-07-11.

2382 Foodstuffs (Liberia). U.S. export management company with office in Liberia has customers requesting quotes C&F Persian Gulf, and FOB U.S. port for 10,000 tons eggs; 20,000 tons of sausages of all kinds; 500 tons bacon; 200 tons of coffee, retail packed; 12,000 tons of pork and beef offals; 5,000 tons of canned peaches and fruit cocktail; 10,000 tons lentils, U.S. No. 1, 6 to 7 mm in size, 50 kg polyethylene bags; 6,000 tons potatoes U.S. #1; 300 tons of snack foods; 2,000 tons cotton U.S. #1; 20,000 tons of onions U.S. #1, in 50 kg bags; 6,000 tons of tobacco, (leaf tobacco) packed in cases, U.S. #1, long and brown; 10,000 tons of ham; 20,000 tons powder milk in cans, U.S. #1; 20,000 tons black beans with a 90 minute max cooking time; 1,000 tons of garlic, 5,000 tons of dog and cat food line; 5,000 tons sugar, retail packed and bulk, 50 kg. Bank ref: Maryland National Bank, Silver Spring, MD 20910. Contact: B.N.W. Nagbe, Sr., West African Trading and Development Company, 11298 Laurelwalk Dr., Laurel, MD 20811. Requests replies by letter from primary suppliers.

2383 Holstein bred heifers (Greece). Wants approx. 120 (one plane load) purebred Holstein-Friesian bred heifers with registration papers. Sire min. record 20 or more daughters in 5 or more herds averaging 15,000 lbs. of milk, 3.5% fat min., mature equivalent dam record 15,000 lbs. of milk, 3.5% fat, heifers to be bred to bulls classified very good or better with 40 or more daughters in 15 or more herds, averaging 16,000 lbs. of milk, 3.5% fat min. Predicted difference in milk min. 600 and in fat min. 20. Delivery by air. Quote CIF Athens. Deadline January 3, 1980. Bank ref: National Bank of Greece. Contact: John Bitzos, 20B Paleologou Street, Korydalos, Athens, Greece. Phone: 495-2142.

2384 Soybean meal (Syria). Government tender with closing date of January 8, 1980, valid until January 10, 1980, for 20,000 mt soybean meal plus/minus 5%: 10,000 mt 44% protein min., moisture max. 12%, fat max. 2%, fiber max. 7% for delivery March 1980; 10,000 mt 48% protein min., moisture 11% max., fat 2% max., fiber 4.5% max. for delivery February 1980. Bagged or bulk with empty new jute bags or bulk without bags. Require 2% bid bond valid 1 month confirmed by Syrian Commercial Bank Branch No. 6, replaced upon purchase confirmation by 5% performance bond valid 2 months after delivery, phytosanitary certificate required with goods, penalty for late delivery 0.2% of goods value per day. Quote C&F free out Lattakia or Tartous, net weight without commission. Complete specs and requirements available from government agency. Contact: Dr. A.K. Eido, Gen. Director, General Organization for Fadder (GOF), P.O. Box 4797, Damascus, Syria. Telex: ALAF 11089 SY. Cable: ALAF, Damascus. Phone: 221689 and 221983.

2386 Dried ornamental plants (Israel). Firm interested either in buying knowhow or in joint venture with U.S. firms for dried ornamental plants. Bank ref: Bank Leumi, Zion Square, Jerusalem. Contact: Shai Shechter, Protaflor Exporting Co., P.O. Box 39538, Tel Aviv, Israel. Phone: 054-29805.

2387 Fresh vegetables (Japan). Fresh vegetables-celery, lettuce and spinach, 8 mt per month, top quality, appropriate packaging (about 10 kgs carton) for export by air shipment. Immediate delivery. Quote C&F. Bank ref: Mitsubishi Bank Yokohama Branch. Contact: Tsutomu Tsukakoshi, Kanagawa Commerce & Shipping Co., Ltd., 3-5, Kinkoh-Cho, Kanagawa-Ku, Yokohama, Japan. Telex: 3824178 KANAKO J. Cable KANAKOSHIP. Phone: 045-453-2711.

2388-2389 Freeze-dried beef (Switzerland). Wants to purchase freeze dried beef meat, diced, approx. 0.5 to 1 ton. Inquirer requests samples. Quote CIF Sarnen. Bank ref: Schweizerische Kreditanstalt, CH-6060 Sarnen. Contact: Willi Stalder, Nahrin Ag, CH-6060 Sarnen, Switzerland. Phone: 66 44 74.

2390-2391 Freeze-dried beef (Japan). Wants freeze-dried beef, sirloin (Prime & Choice) round (Choice), brisket & shank (cutter), and ground shank (cutter & canner), 3 mt as a trial shipment. Moisture content must be less than 30% samples 5 to 10 kgs. for each item required to be sent by air. Buyer willing to pay freight and incidental charges. A certificate showing that products were freeze-dried and contain no additives issued by manufacturer, must be attached to the product shipment. Vacuum-packed in appropriate containers-about 15kgs. to a carton box, for immediate delivery. Quotations CIF Tokyo and/or Yokohama. Bank ref: Dai-Ichi Kangyo Bank, Shinjyuku Branch, Tokyo. Contact: Kichinosuke Nakamura, President, Zenkoku Beef Service Co., Ltd., c/O Daikan Plaza (B-604), 7-10-17, Nishi-Shinjyuku, Shinjyuku-Ku, Tokyo. Phone: 367-5531.

2392 Wheat, soybeans (Finland). Wants wheat for milling purposes 20,000 mt. Importer would prefer a company with European representation, also later imports of soybeans are anticipated whereby a contact also covering soybeans would be preferred. Bank ref: Bank of Helsinki. Contact: Harry Blassar, OY Alex F. Lindberg AB, Box 38, SF-00811 Helsinki 81, Finland. Telex: 12-2818. Cable: MUTUAL. Phone: 90-782 277.

2394-2397 Milk, frozen veal and beef (Belgium). Urgently needs 4,000 mt per month of top quality evaporated and powdered milk; 300 mt per month of frozen veal half carcasses, Grade A and 250 mt per month frozen beef half carcasses, Grade A, USDA approved. Wishes 12 month contract. Quote CIF Abu Dhabi (United Arab Emirates). Bank ref: Irving Trust, Manhattan, New York. Contact: Kurt Hase, Avenue Louise 363 - 365, Box 22, B-1050 Brussels, Belgium. Telex: 24232 ZEHNDR. Phone: 02/649.21.71.

2398 Soybean flour (Colombia). Wants soybean flour, 2,000 tons, first quality. Packed in 50 kg unused jute bages. Delivery from 30 to 60 days after order. Quality certificate required. Product composition table according to INCAMP-ICNND standards for Latin America. Quote CIF, FOB and C&F. Bank ref: Banco Ganadero, Sucursal San Fernando, Tel: 576111-541625 Cali. Contact: Ruben Leon Bejarano, Proveedora De Occidente, Carrera 3 No. 11-32, Edifico Zaccour, Of. 608, Apartado Postal 9129, Cali, Colombia. Phone: 894270 CALI.

2399 Animal feed (United Arab Emirates). Wishes for direct sale for resale livestock feed. Wants CIF quotations. Anticipates purchasing feed every two months. Contact: Khalfan Salem Hayez Al-Mouhairabi, Al-Khalfan Technical Trading & Contracting Co., P.O. Box 3201, Abudhabi, UAE.

2400 Dry yeast (Cameroon). Wishes to contact U.S. manufacturers of active dry yeast for baking. Present yearly consumption over 120,000 cartons of 10 kg. per carton. Quotations CIF Douala port. Contact: Roger De Toffoli, B.P. 1812, Douala, Cameroon.

2401 Nut trees (France). Wants 3 nut tree's, one of each variety: Vina, Chico, and Serr. Delivery as soon as possible and prior to March 1980. Quote CIF Bordeaux. Bank ref: Credit Agricole, 16190 Montmoreau Saint-Cybard. Contact: Mr. Bousseau, Salles LaValette, 16190 Montmoreau Saint-Cybard, France. Phone: (45) 60.33.33.

2402 Barley (Syria). Government tender with closing date of January 8, 1980, valid until January 10, 1980, for 75,000 mt plus/minus 5% white or black barley, new crop 79/80. Moisture max. 15%, test weight 43.0 lb/bu., foreign material 3% max., damaged kernels 6% max., free from Poisonous materials alive and dead insects. Bagged or bulk with empty new jute bags of 100 kg. capacity. Shipment 37,500 mt February 1980 and 37,500 mt March 1980. Require 2% bid bond valid 1 month confirmed by Syrian Commercial Bank, Branch No. 6, (Telex: 11359 SY), replaced upon purchase confirmation by 5% performance bond valid 2 months after delivery, Phytosanitary certificate required. Quote C&F free out Lattakia or Tartous net weight without commission. Complete specs and requirements available from government agency below. Contact: Dr. A. K. Eido, Gen. Director, General Organization for Fodder (GOF), P.O. Box 4797 Damascus, Syria. Telex: ALAF 11089 SY. Cable: ALAF, Damascus. Phone: 221689 and 221983.

2403-2404 Wheat germ, malt extract (Germany). Wishes for direct purchase for resale wheat germ and dried brewer's grain, milled and unmilled, malt extract, malt germ pellets. Company can not estimate potential import volume. Contact: Dr. Wolfgang Lengling, Lengling Getreidehandles GMBH, Bassermannstrasse 31, D-6800 Mannheim, Germany. Phone: 621/447011.

2405-2410 Eggs, baby chicks, frozen chicken, butter, milk powder (Turkey). Wants approx. 4 million table eggs and hatching eggs (white, brown); approx. 2 million one-day-old chicks (grillers, broilers-white and brown eggs layers); 3,000 tons frozen chickens (grillers, broilers) with sizes 800-1000 grams and 1200-1400 grams each, without and with edible giblets; 3,000 tons pasteurized breakfast butter, milkfat minimum 82%, moisture max. 16% in 25 kg blocks; and 200 tons milk-powder spray dried with milkfat min. 26% in poly-bags. Interested U.S. suppliers should communicate with firm directly, sending their best quotations based on CIF Turkish ports as soon as possible. Transportation of table eggs, frozen chickens and butter should be effected by refrigerated containers. The remaining items by air. Payment to be made by Letter of Credit. Contact: Osman C. Talayguder, President, Ostay Ticaret A.S., Taksim Sarayi, Ikinci Kat No. 210-211 Taksim, Istanbul, Turkey. Phone: 49 22 94. Telex: 24408 OSTA. Cable: OSTAY-ISTANBUL.

2411 2412 Meat meal, fish meal, bone meal (Syria). Wants 4,000 mt meat meal and bone meal; and 4,000 mt fish meal. Free of Salmonella or any other foreign material. Shipments of 2,000 mt February 1980 and 2,000 mt March 1980. Require 2% bid bond submitted to Syrian Commercial Bank Branch No. 6 (Telex: 11359 SY), raised to 5% performance bond upon confirmation. Quote C&F liner terms to designated Syrian port net weight without commission. Offer deadline January 15, 1980, valid until January 17, 1980. Complete specs and requirements available from government agency below. Contact: Dr. A. K. Eidò, General Director, General Organization for Fodder (GOF), P.O. Box 4797, Damascus, Syria. Telex: ALAF 11089 SY. Cable: ALAF, Damascus. Phone: 221689, 221893.

2413 Canned baby foods (Syria). Wishes to contact U.S. suppliers of unspecified quantities of canned baby foods. Contact: Marketing Technology Center, Nabil Challah, P.O. Box 510, Damascus, Syria. Phone: 334619. Telex: 11086 SY.

2414 Sugar (Israel). Long established, big family business founded 100 years ago wishes to increase imports for direct sale and representation of white, refined, granulated cane sugar; cube and table sugar, and white, refined, granulated beet sugar. Imports on Letter of Credit terms. Contact: Khaled Mousa Izhiman, Manager, Izhiman Coffee Mills, P.O. Box 14263, Old City, Jerusalem, Israel. Phone: 02-282-766.

Foreign Trade Developments

U.S. Agricultural Attache Food Product Exhibit. Commercial firms are invited to participate in a U.S. Agricultural Attache Food Product Display in Oslo, Norway June 9-10, 1980. Norway had a $21.5 million market in 1978 for U.S. consumer ready products. Food products with good market potential include: beef, poultry, seafood products, canned meats, fresh and processed dried fruits and vegetables, juices, bakery products, beer, wines and snack foods.

Fifty U.S. exhibitors can be accomodated on a first come-first serve basis. Companies or agents with new-to-market products with sales potential for this market are especially encouraged to participate.

The participation fee for the exhibit is $100.00 and includes an exhibit stand, VIP reception, trade lounge, local publicity, trade contacts and background data on the Norwegian market. Those wishing to obtain additional information about the Norway exhibit should contact: Dugger Harris, Project Leader, Export Trade Services Division, Room 4945 South Building, U.S. Department of Agriculture, Foreign Agriculture Service, Washington, D.C. 20250, Telephone (202) 447-7787.

FINAL NOTICE

The Southern United States Trade Association (SUSTA) in cooperation with USDA/FAS, is sponsoring its 5th International Food & Agricultural Trade Show, February 5-7, 1980, at the Rivergate Exhibit Center in New Orleans, Louisiana. Space is now Available at $500 per booth on a first-come, first-serve basis. This is the largest food exhibit in the U.S. which is geared strictly for the export market. Don't delay! Register now to display your product line to foreign buyers from over 30 countries. For further details and a participation agreement, contact: Herbert Stone, Executive Director, SUSTA, 338 International Trade Mart, New Orleans, LA 70130. Phone: (504) 568-5986. If you are located in the SUSTA area, you may contact the Marketing Division of your State Department of Agriculture.

THE NEXT ISSUE OF EXPORT BRIEFS WILL BE JANUARY 4, 1980. WE TAKE THIS OPPORTUNITY TO WISH YOU:

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